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College Placement Council, Inc. 62 Highland Avenue / Bethlehem, PA 18017

CPC Salary Survey

REGIONAL Report No. 2 March 1990

SOUTHWESTERN REGION (SWPA)

Arkansas College
Baylor University
Corpus Christi State University
Hendrix College
University of Houston
University of Houston - Clear Lake
Kansas Wesleyan
Lamar University
Langston University
Louisiana Tech University
University of North Texas
Northwestern Oklahoma State University
Oklahoma State University
Oklahoma State Unviersity - Engineering
University of Oklahoma
Pan American University
Prairie View A & M University
Sam Houston State University
Southern Methodist University
Stephen F. Austin State University
Texas A & I University
Texas A & M University
Texas Lutheran College
Texas Tech University
University of Texas - Arlington
University of Texas - Austin - Business Administration
University of Texas - Austin - Engineering
University of Texas - El Paso
University of Texas - Tyler

The career planning & placement offices that participate in the *Salary Survey* are divided into seven geographic regions. The participants listed comprise the **Southwestern** Region.

The data are based on salary offers made to students graduating between September 1, 1989, and August 31, 1990. Tables on pages 1 through 8 list data on both regional and national levels for the inferim period (February 8, 1990, through March 12, 1990) and cumulatively (September 1, 1989, and March 12, 1990).

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BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 2/8/90 THROUGH 3/12/90							CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
ACCOUNTING	22	734	$24867	$25614	$26400	$25242	$22000	164	2015	$25807	$26179	$29200	$26000	$22000
BUSINESS ADMIN (INCL MGMT	5	160	20580	23396	*	*	*	31	414	21551	22545	26400	21334	18000
DISTRIBUTION MANAGEMENT	+	10	+	26220				+	28	+	25108			
ECONOM & FINANCE (BANKING	3	205	21333	25105	*	*	*	33	467	23916	24149	27500	25000	19000
HOTEL/RESTAURANT MGMT.	1	4	23000	20900	*	*	*	10	31	19790	20005	*	*	*
HUMAN RSRCS (incl LABOR R	+	20	+	24740				+	50	+	24153			
MANAGEMENT INFO SYSTEMS	+	65	+	26664				2	160	21500	26926	*	*	*
MARKETING/MARK MGMT (RESR	3	171	22800	22727	*	*	*	23	501	21409	22759	25000	21000	18000
REAL ESTATE	+	5	+	22900				+	14	+	24561			
COMMUNICATIONS														
ADVERTISING	+	11	+	17238				+	22	+	17985			
COMMUNICATIONS	+	33	+	19983				1	107	22000	20160	*	*	*
JOURNALISM	+	14	+	18879				+	37	+	17351			
TELECOMMUN/BROADCASTING	+	5	+	13920				+	13	+	18101			
EDUCATION														
ELEMENTARY EDUCATION	+	74	+	19103				16	234	19227	19142	*	*	*
PRE-ELEMENTARY EDUCATION	+	15	+	17584				+	23	+	16783			
PHYSICAL EDUCATION	+	5	+	17840				2	23	17425	19397	*	*	*
SPECIAL EDUCATION	1	22	21103	20796	*	*	*	5	52	19001	19876	*	*	*
HOME ECONOMICS														
HUMAN ECOLOGY (HOME ECONO	+	5	+	21280				3	36	17727	18902	*	*	*
TEXTILES & CLOTHING	+	2	+	24300				3	30	24000	20538	*	*	*
MERCHANDISING MANAGEMENT	+	4	+	20158				+	28	+	18335			
HUMANITIES														
FOREIGN LANGUAGES	+	1	+	21400				+	6	+	22026			
LETTERS (incl English, Li	+	17	+	20065				+	51	+	19050			
VISUAL & PERFORMING ARTS	+	7	+	18000				4	35	18375	18727	*	*	*
HUMANITIES - OTHER	3	17	20300	31518	*	*	*	3	45	20300	25247	*	*	*
SOCIAL SCIENCES														
CRIMINAL JUSTICE	+	7	+	20227				+	13	+	20583			
HISTORY	+	3	+	25000				+	8	+	22469			
POLITICAL SCIENCE/GOVT	+	16	+	21706				+	42	+	21986			
PSYCHOLOGY	1	21	18000	20940	*	*	*	1	53	18000	19655	*	*	*
SOCIOLOGY	+	5	+	27900				+	12	+	23624			
SOCIAL SCIENCES-OTHER	+	4	+	16226				+	16	+	17827			
ENGINEERING														
AEROSPACE & AERONAUTICAL	12	70	30451	30699	*	*	*	41	116	30260	30668	32500	31200	27000
AGRICULTURAL	+	12	+	32006				+	15	+	31205			
ARCHITECTURAL	7	8	31059	30590	*	*	*	21	22	30311	30174	33000	31200	27000
BIOENGINEERING & BIOMEDIC	+	4	+	30353				+	8	+	29568			
CHEMICAL	68	438	36210	35336	37200	35760	34500	138	673	35524	35207	37100	35400	33600
CIVIL	10	174	30142	27762	*	*	*	77	410	28192	27645	33000	28000	22582
COMPUTER	+	49	+	32310				1	84	28800	31899	*	*	*
ELECTRICAL/ELECTRONIC	23	433	33814	32025	36000	34320	31720	157	950	31995	31624	34600	32100	29200

continued

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 2/8/90 THROUGH 3/12/90							CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
ENIVRONMENTAL ENGINEERING	+	+	+	+				+	+	+	+			
INDUSTRIAL	3	151	$27500	$31196	*	*	*	10	297	$30282	$30964	*	*	*
MECHANICAL	50	512	34351	32143	$36500	$35000	$30000	150	1045	32906	32082	$36500	$33500	$28500
METALLURGICAL	+	39	+	31872				+	74	+	31998			
MINING (INCL GEOLOGICAL)	+	+	+	+				+	16	+	28961			
NUCLEAR	+	5	+	31630				+	15	+	30583			
PETROLEUM	11	16	36873	36788	*	*	*	25	58	36740	36120	39600	37000	30000
TEXTILE	+	3	+	33669				+	3	+	33669			
ENGINEERING TECHNOLOGY	5	29	26760	31576	*	*	*	29	102	28502	29934	32500	29000	24000
INDUSTRIAL TECHNOLOGY	+	2	+	29250				+	21	+	24976			
AGRICULTURAL & NATURAL RESOURCES														
AGRIBUSINESS	1	15	18000	22924	*	*	*	1	36	18000	22649	*	*	*
ANIMAL SCIENCES	3	5	19667	18400	*	*	*	3	16	19667	17830	*	*	*
PLANT SCIENCES	+	2	+	21500				+	5	+	21200			
NATURAL RESOURCES	+	1	+	17700				+	4	+	17925			
OTHER AGRICULTURAL SCIENC	+	3	+	30667				+	14	+	25223			
COMPUTER SCIENCE														
COMPUTER SCIENCE	8	134	28363	29217	*	*	*	29	370	28294	29091	31564	28800	24000
COMPUTER PROGRAMMING	+	21	+	29110				+	30	+	28531			
INFORMATION SCIENCES & SY	2	48	27300	30014	*	*	*	28	149	27591	28615	30840	27750	24000
SYSTEMS ANALYSIS	+	2	+	27250				+	2	+	27250			
HEALTH SCIENCES														
ALLIED HEALTH	+	37	+	27656				3	48	18133	26526	*	*	*
HEALTH SCIENCES	+	4	+	24745				6	16	22167	22470	*	*	*
NURSING	+	14	+	27450				+	23	+	26630			
PHARMACY	+	7	+	31677				+	17	+	33576			
SCIENCES														
ACTUARIAL	+	2	+	26000				+	7	+	28986			
ARCHITECTURAL & ENVIRONME	+	7	+	26440				4	11	17663	23248	*	*	*
BIOLOGICAL	+	7	+	20143				+	25	+	21780			
CHEMISTRY	+	24	+	29107				1	42	30504	28057	*	*	*
GEOLOGY & GEOLOGICAL SCI	+	2	+	15240				+	9	+	19887			
MATHEMATICS	1	17	24000	26721	*	*	*	8	66	25850	24250	*	*	*
PHYSICS	+	5	+	24400				+	11	+	25547			
OTHER PHYSICAL & EARTH SC	+	+	+	+				1	2	18000	24000	*	*	*
POLYMER SCIENCE	+	+	+	+				+	+	+	+			
TEXTILE SCIENCE	+	24	+	26861				+	24	+	26861			
TOTALS	263	3988						1034	9400					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 2/8/90 THROUGH 3/12/90							CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
FINANCE														
ACCOUNTING (PUBLIC)	6	552	$25243	$25880	*	*	*	128	1583	$26416	$26417	$29600	$26000	$24500
ACCOUNTING (PRIVATE)	15	187	25075	24615	*	*	*	36	456	23875	25049	27000	25200	19000
COMMERCIAL BANKING (CNSMR	+	21	+	22257				4	44	23875	21059	*	*	*
COMMERCIAL BANKING (LENDG	+	20	+	23674				5	60	25900	22844	*	*	*
INVESTMT BANKING (CORP FN	+	7	+	28643				1	15	25000	28151	*	*	*
INVESTMT BANKNG (M & A)	+	4	+	25450				1	5	21334	24627	*	*	*
INVESTMT BANKG (REAL EST)	1	3	18000	23067	*	*	*	1	6	18000	25033	*	*	*
INVESTMT BANKG (SALES & T	1	3	18000	16183	*	*	*	1	4	18000	19638	*	*	*
FINANCIAL/TREASURY ANALYS	1	104	26400	26452	*	*	*	6	184	24483	26306	*	*	*
PORTFOLIO MGMT/BROKERAGE	+	15	+	20160				+	21	+	20333			
UNDERWRITING	+	7	+	22671				3	39	20538	22031	*	*	*
INSURANCE - CLAIMS	+	16	+	22775				4	40	23950	21936	*	*	*
COMMUNICATIONS														
DESIGN/GRAPHIC ARTS	+	4	+	21250				+	11	+	18616			
MEDIA PLANNING	+	3	+	16667				+	9	+	19382			
REPORTING	+	3	+	16167				+	7	+	15923			
PRODUCTION	+	7	+	27094				+	19	+	25762			
PUBLIC RELATIONS	+	12	+	23167				+	27	+	20830			
WRITING / EDITING	+	12	+	17450				+	22	+	17955			
MARKETING														
ADVERTISING	1	14	24000	19821	*	*	*	1	28	24000	19359	*	*	*
BRAND/PRODUCT MANAGEMENT	+	21	+	27730				1	56	26400	25173	*	*	*
BUYER/MERCHANDISING	2	20	21000	22602	*	*	*	6	97	23000	22647	*	*	*
DISTRIBUTION	+	12	+	31883				1	29	19000	26966	*	*	*
MARKET RESEARCH	+	9	+	27120				+	15	+	25856			
PURCHASING	+	9	+	22905				+	20	+	23423			
SALES	5	222	21420	25009	*	*	*	15	549	24587	24670	*	*	*
PUBLIC ADMINISTRATION														
EXECUTIVE, LEGISL, & GENL	+	6	+	22383				+	18	+	20519			
FINANC,TAXA, MONETARY POL	+	5	+	18512				1	14	25000	21873	*	*	*
ECONOMIC PROGRAMS	+	10	+	27569				+	11	+	26699			
LAW ENFORCEMENT	+	9	+	26556				+	12	+	25063			
MILITARY	1	6	19900	18280	*	*	*	1	39	19900	21771	*	*	*
NATIONAL SECURITY	+	1	+	21000				+	2	+	26850			
URBAN / REGIONAL PLANNING	+	+	+	+				+	1	+	27500			
ENGINEERING														
BIOENGINEERING	1	7	26500	29371	*	*	*	6	12	25259	27554	*	*	*
DESIGN / CONSTRUCT	49	279	32627	30142	$37200	$32500	$25344	152	613	30675	29990	35500	31200	25200
ENVIRONMENTAL/SANITATION	3	31	33867	29627	*	*	*	17	56	28594	28852	*	*	*
MANUFACTURING/INDUSTRIAL	21	318	34285	32550	37200	35000	32300	81	712	33704	32172	37000	34200	28667
SYSTEMS / PROGRAMMING	8	59	28485	30916	*	*	*	41	132	30305	30841	33100	31000	27560
POWER SYSTEMS	5	61	32872	32242	*	*	*	15	130	31216	31767	*	*	*
SOFTWARE DESIGN & DEVELOP	3	50	33357	31600	*	*	*	22	117	32355	31403	33600	32325	31320
HARDWARE DESIGN & DEVELOP	1	40	31720	32181	*	*	*	21	97	32116	31794	33300	32100	31200

continued

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 2/8/90 THROUGH 3/12/90							CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
RESEARCH & DEVELOPMENT	7	129	$32493	$32612	*	*	*	42	265	$31606	$31905	$35500	$31250	$28000
TESTING	6	35	31850	31190	*	*	*	29	107	30360	30487	33000	31000	26500
PROCESS ENGINEERING	92	312	36084	35485	$37100	$35950	$34500	142	522	35261	35057	37100	35400	33120
PROJECT ENGINEERING	14	132	34793	32696	*	*	*	43	379	32839	32276	36800	33000	28500
OTHER ENGINEERING	1	375	34500	31952	*	*	*	37	597	31514	31466	37300	32000	25000
HEALTH CARE														
ADMINISTRATIVE (HEALTH C	+	4	+	23125				4	18	17021	21693	*	*	*
INDUSTRIAL HYGIENE	+	+	+	+				+	+	+	+			
MEDICAL TECHNOLOGY	+	1	+	28500				4	10	25000	22371	*	*	*
NURSES / PERSONAL CARE	+	15	+	26420				+	24	+	25629			
OCCUPATIONAL THERAPY	+	13	+	26585				+	17	+	26332			
PHARMACIST	+	1	+	29500				+	7	+	35519			
PHYSICAL THERAPY	+	18	+	29489				+	18	+	29489			
RESPIRATORY THERAPY	+	3	+	18167				+	3	+	18167			
OTHER HEALTH RELATED	1	12	18000	22542	*	*	*	5	28	18100	20993	*	*	*
SOCIAL SERVICES														
ADMINISTRATION	+	7	+	19798				+	14	+	18376			
COUNSELING	+	11	+	17175				+	27	+	16521			
FUNDRAISING / DEVELOPMENT	+	+	+	+				+	5	+	17180			
SOCIAL WORK	+	7	+	18821				+	19	+	18556			
COMPUTER SCIENCE														
COMPUTER PROGRAMMING	6	117	29100	29092	*	*	*	42	329	27531	28210	30000	28500	24000
INFORMATION SYSTEMS	1	81	30600	27129	*	*	*	4	172	25725	26945	*	*	*
SYSTEMS ANALYSIS & DESIGN	2	70	28750	30501	*	*	*	5	172	28233	29793	*	*	*
OTHER FUNCTIONAL CATEGORIES														
ACTUARIAL	+	5	+	29490				+	13	+	29604			
AGRICULTURE/NAT'L RESOURC	3	14	19667	21390	*	*	*	4	49	19250	20329	*	*	*
ARCHITECTURE	+	1	+	19200				4	6	17663	18308	*	*	*
CONSULTING	+	119	+	28866				25	221	27648	28183	32000	28500	24500
HUMAN RESRCS /INDUS RELS	1	14	18000	23436	*	*	*	2	41	18747	23478	*	*	*
MANAGEMENT TRAINEE	4	179	20825	22968	*	*	*	44	572	20133	21439	23000	20000	18000
MATH/STATISTICIANS	+	1	+	30600				+	8	+	23236			
PARALEGAL	+	2	+	12150				+	5	+	16460			
RESEARCHERS NON-TECHNICAL	+	3	+	23000				+	6	+	23833			
RESEARCHERS - TECHNICAL	+	15	+	28225				+	23	+	27089			
TEACHING	1	123	21103	19500	*	*	*	27	411	19044	19116	21500	18900	16350
TOTALS	263	3988						1034	9400					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

SWPA REGIONAL Report No. 2 MARCH 1990

(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 2/8/90 THROUGH 3/12/90							CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
ACCOUNTING	17	56	$28853	$27929	*	*	*	76	141	$30397	$29205	$34500	$28840	$27000
MBA--NON-TECH	+	46	+	35990				21	143	31315	33670	36500	31000	28000
MBA--TECH	+	10	+	37650				+	26	+	36812			
MS-BUSINESS	+	+	+	+				+	16	+	34006			
PUBLIC ADMINISTRATION	+	+	+	+				+	+	+	+			
ECONOMICS & FINANCE (BANK	1	17	34000	39450	*	*	*	4	33	30425	37349	*	*	*
HOTEL/RESTAURANT MNGMT	+	+	+	+				+	+	+	+			
HUMAN RESOURCES (INCL LAB	+	8	+	30613				+	17	+	30102			
MANAGEMENT INFORMATION SY	+	2	+	29500				+	5	+	34080			
MARKETING/MKTNG MGT (RESE	+	3	+	39974				+	6	+	37622			
MERCHANDISING MANAGEMENT	+	+	+	+				+	+	+	+			
COMMUNICATIONS														
ADVERTISING	+	+	+	+				+	+	+	+			
COMMUNICATIONS	+	+	+	+				+	3	+	29000			
JOURNALISM	+	+	+	+				+	+	+	+			
EDUCATION														
EDUCATION ADMINISTRATION	+	6	+	28622				2	9	21000	26681	*	*	*
ELEMENTARY EDUCATION	+	11	+	22189				1	23	16000	22222	*	*	*
PHYSICAL EDUCATION	+	1	+	24500				+	1	+	24500			
READING EDUCATION	+	+	+	+				+	1	+	22000			
SPECIAL EDUCATION	+	14	+	21471				1	24	18000	22129	*	*	*
HUMANITIES														
FOREIGN LANGUAGES	+	1	+	26000				+	1	+	26000			
LETTERS	+	1	+	22000				+	3	+	18000			
VISUAL & PERFORMING ARTS	+	1	+	21000				+	1	+	21000			
HUMANITIES - OTHER	+	1	+	23000				+	2	+	21500			
SOCIAL SCIENCES														
CRIMINAL JUSTICE	+	+	+	+				+	+	+	+			
HISTORY	+	1	+	20000				+	1	+	20000			
POLITICAL SCIENCE / GOVT	+	+	+	+				+	+	+	+			
PSYCHOLOGY	+	18	+	22246				+	24	+	23993			
SOCIOLOGY	+	+	+	+				+	+	+	+			
SOCIAL SCIENCES - OTHER	+	4	+	22315				+	5	+	22535			

continued

SWPA REGIONAL Report No. 2 MARCH 1990
(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 2/8/90 THROUGH 3/12/90							CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING														
AEROSPACE & AERONAUTICAL	+	7	+	$33843				5	16	$35254	$34881	*	*	*
AGRICULTURAL	+	3	+	36100				+	3	+	36100			
BIOENGINEERING & BIOMEDIC	+	1	+	42000				+	1	+	42000			
CHEMICAL	+	28	+	37530				+	38	+	37072			
CIVIL	+	48	+	32433				21	95	32765	32076	$36000	$34000	$28000
COMPUTER	+	11	+	34011				+	12	+	34457			
ELECTRICAL/ELECTRONIC	5	63	$35158	36823	*	*	*	15	107	37380	36776	*	*	*
INDUSTRIAL	+	18	+	34653				+	27	+	35434			
MECHANICAL	3	58	39467	36586	*	*	*	12	101	38123	36606	*	*	*
METALLURGICAL	+	11	+	36384				+	16	+	36976			
MINING & MINERAL	+	+	+	+				+	1	+	30000			
NUCLEAR	+	1	+	28800				+	1	+	28800			
PETROLEUM	+	2	+	34080				6	10	39150	37626	*	*	*
TEXTILE	+	+	+	+				+	+	+	+			
HEALTH SCIENCES														
ALLIED HEALTH	+	3	+	23000				+	5	+	25450			
HEALTH SCIENCES	+	+	+	+				2	2	20800	20800	*	*	*
NURSING	+	+	+	+				+	2	+	34900			
SCIENCES														
AGRICULTURAL & NATL RESOU	+	+	+	+				+	+	+	+			
ARCHITECTURAL & ENVIRONME	+	+	+	+				+	+	+	+			
BIOLOGICAL	+	2	+	20600				+	2	+	20600			
CHEMISTRY	+	6	+	32988				+	10	+	31893			
COMPUTER SCIENCE														
COMPUTER SCIENCE	1	23	37100	36331	*	*	*	7	59	34446	36959	*	*	*
SCIENCES														
GEOLOGY & RELATED GEOLOGI	+	2	+	29680				+	13	+	32090			
MATHEMATICS (INCL ACTUARI	+	3	+	22395				+	11	+	29630			
PHYSICS	+	2	+	29960				+	5	+	29934			
POLYMER	+	+	+	+				+	2	+	34980			
TOTALS	27	493						173	1024					

Master's Degree Candidates - Experience [1]

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

INTERIM PERIOD 2/8/90 THROUGH 3/12/90

GRADUATE ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH
OVER 1 TO 2 YEARS							
MBA--NON-TECH	+	25	+	$43996			
MBA--TECH	+	8	+	56875			
OVER 2 TO 4 YEARS							
MBA--NON-TECH	+	24	+	45022			
MBA--TECH	+	31	+	50912			
OVER 4 YEARS							
MBA--NON-TECH	+	26	+	39612			
MBA--TECH	+	10	+	50670			
TOTALS	+	124					

CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90

GRADUATE ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH
OVER 1 TO 2 YEARS							
MBA--NON-TECH	+	63	+	$41681			
MBA--TECH	+	12	+	51917			
OVER 2 TO 4 YEARS							
MBA--NON-TECH	+	60	+	44642			
MBA--TECH	+	41	+	50948			
OVER 4 YEARS							
MBA--NON-TECH	+	69	+	45272			
MBA--TECH	+	17	+	56747			
TOTALS	+	262					

1 Years of previous full-time, nonmilitary employment
' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

DOCTORAL DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 2/8/90 THROUGH 3/12/90							CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
BUSINESS ADMIN & MNGMT.	+	+	+	+				+	1	+	$38000			
COMPUTER & INFOR SCIENCES	+	+	+	+				+	1	+	58000			
ECONOMICS	+	1	+	$51903				+	2	+	44952			
EDUCATION														
EDUCATION ADMINISTRATION	+	1	+	29000				+	10	+	43870			
HUMANITIES & SOCIAL SCIENCES														
ENGLISH	+	+	+	+				+	+	+	+			
FOREIGN LANGUAGES	+	+	+	+				+	+	+	+			
HUMANITIES	+	+	+	+				+	1	+	24000			
PSYCHOLOGY	+	1	+	26000				+	4	+	37000			
SOCIOLOGY	+	+	+	+				+	+	+	+			
SOCIAL SCIENCES	+	+	+	+				+	4	+	31200			
ENGINEERING														
AEROSPACE	+	+	+	+				1	1	$50000	50000	*	*	*
CHEMICAL	11	16	$52375	51968	*	*	*	16	25	51320	50700	*	*	*
CIVIL	+	+	+	+				1	1	37200	37200	*	*	*
COMPUTER	+	1	+	57000				+	1	+	57000			
ELECTRICAL/ELECTRONIC	1	6	57000	57167	*	*	*	5	11	57780	55900	*	*	*
INDUSTRIAL ENGINEERING	+	+	+	+				+	+	+	+			
MECHANICAL	+	5	+	47627				1	7	39000	47019	*	*	*
METALLURGICAL	+	4	+	49550				+	6	+	50553			
SCIENCES														
AGRICULTURE & NAT'L RESRC	+	+	+	+				+	2	+	33550			
BIOLOGICAL	+	+	+	+				+	+	+	+			
CHEMISTRY	+	30	+	46812				+	38	+	45307			
GEOLOGICAL SCIENCES	+	+	+	+				+	+	+	+			
MATHEMATICS	+	1	+	32000				+	3	+	34667			
PHYSICS	+	1	+	42000				+	7	+	41340			
POLYMER	+	1	+	45000				+	1	+	45000			
TOTALS	12	68						24	126					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

AVERAGE SALARY OFFERS MARCH 1990 SWPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90 90th: 22080 / 10th: 18330 PART I - PAGE 1

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
ACCOUNTING	26439 127 32000/24500								
BUSINESS ADMIN (INCL MGMT	26833 3						25200 1	22675 4	
ECONOM & FINANCE (BANKING	26000 1			25100 10		26000 1	23250 2	27000 2	
MANAGEMENT INFO SYSTEMS							28000 1		
MARKETING/MARK MGMT (RESR					25000 1				
HUMANITIES - OTHER					18000 1				
AEROSPACE & AERONAUTICAL								29500 1	
ARCHITECTURAL								29100 2	
CHEMICAL								33750 2	
CIVIL								30747 11	26748 6
ELECTRICAL/ELECTRONIC	31000 2							30772 5	
INDUSTRIAL								31500 1	28900 3
MECHANICAL								30370 10	31800 3
ENGINEERING TECHNOLOGY									27450 4
COMPUTER SCIENCE	32000 1						29267 3	31350 1	
INFORMATION SCIENCES & SY	30688 4					28450 1			
ARCHITECTURAL & ENVIRONME			17663 4						
MATHEMATICS	32000 2						24600 1	21750 2	

AVERAGE SALARY OFFERS MARCH 1990 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90

Sample Block: Average: 20250 /06 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
ACCOUNTING	20700 1		20100 1	21333 3		18757 7			
BUSINESS ADMIN (INCL MGMT	14000 1		20420 5	21833 3		20207 8			
ECONOM & FINANCE (BANKING	25500 3			23408 2		19733 6			
HOTEL/RESTAURANT MGMT.		22500 2	18550 6			21500 1			
MANAGEMENT INFO SYSTEMS				15000 1					
MARKETING/MARK MGMT (RESR	20400 1		20100 1	23267 3		20423 13			
COMMUNICATIONS						22000 1			
TEXTILES & CLOTHING						24000 3			
HUMANITIES - OTHER						23000 1			
PSYCHOLOGY							18000 1		
COMPUTER SCIENCE				18804 1		24000 1			
INFORMATION SCIENCES & SY						27500 1			
MATHEMATICS						24000 1			

AVERAGE SALARY OFFERS MARCH 1990 SWPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
ACCOUNTING				25200 2	21000 1		25000 1		
BUSINESS ADMIN (INCL MGMT						20414 2			
ECONOM & FINANCE (BANKING	23500 1					21500 1	21000 1		
ELEMENTARY EDUCATION					19227 16				
PHYSICAL EDUCATION					17425 2				
SPECIAL EDUCATION					19001 5				
HUMAN ECOLOGY (HOME ECONO								19750 2	13682 1
VISUAL & PERFORMING ARTS					18375 4				
HUMANITIES - OTHER						19900 1			
AEROSPACE & AERONAUTICAL						25561 4			
ARCHITECTURAL				33000 1			25296 1		
CHEMICAL				31500 1		25343 1	23700 1		
CIVIL			24600 2	32200 2		23500 4	24559 20 30000/22582		
ELECTRICAL/ELECTRONIC		31917 6		30940 10		29350 5			
INDUSTRIAL				29700 1					
MECHANICAL		31000 1		31357 6		26520 6			
AGRIBUSINESS								18000 1	
COMPUTER SCIENCE			24600 3			29636 1			17280 1
INFORMATION SCIENCES & SY			24667 9	30600 1					
ALLIED HEALTH								22000 1	16200 2
HEALTH SCIENCES								22167 6	
MATHEMATICS					21600 1				

AVERAGE SALARY OFFERS MARCH 1990 SWPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
ACCOUNTING					26400 1				30000 1
BUSINESS ADMIN (INCL MGMT							16000 1		
MARKETING/MARK MGMT (RESR									25000 1
AEROSPACE & AERONAUTICAL					30798 35 33616/27500				
ARCHITECTURAL								29857 13	
CHEMICAL					34200 1				35188 88 38500/33960
CIVIL					26455 2	26000 1	28800 1	30140 5	32220 2
ELECTRICAL/ELECTRONIC					30871 18		33600 2	32580 1	34056 6
INDUSTRIAL					31200 1				27500 2
MECHANICAL					29802 24 33600/27600		33250 4	31796 5	34512 21 38400/33000
ENGINEERING TECHNOLOGY					28150 5			28333 6	31250 2
ANIMAL SCIENCES				21500 2					
COMPUTER SCIENCE					30582 2				30967 3
INFORMATION SCIENCES & SY					26775 4				
CHEMISTRY									30504 1
MATHEMATICS					29100 1				

AVERAGE SALARY OFFERS MARCH 1990 SWPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90 90th: 22080 / 10th: 18330 PART 5 - PAGE 1

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
ACCOUNTING								26500 1	25830 17
BUSINESS ADMIN (INCL MGMT									25100 2
ECONOM & FINANCE (BANKING			23000 1						27000 1
MARKETING/MARK MGMT (RESR	23400 1								
AEROSPACE & AERONAUTICAL									31000 1
ARCHITECTURAL									32975 4
CHEMICAL	36060 1	34350 2	37000 1				34400 1	34050 2	37277 37 52800/34740
CIVIL		30750 2			28800 1			32400 1	32885 13
COMPUTER									28800 1
ELECTRICAL/ELECTRONIC	32278 29 34200/30600	31899 45 35544/30000	33500 2		32500 2			35475 4	33676 16
INDUSTRIAL									41220 1
MECHANICAL	32668 3	32687 3	35657 9				34699 1	32633 3	35041 49 38100/33500
PETROLEUM									36740 25 52500/30000
ENGINEERING TECHNOLOGY	31250 2	29267 3						24000 1	25800 4
COMPUTER SCIENCE	30000 2								29180 10
INFORMATION SCIENCES & SY	28200 1								29788 5
OTHER PHYSICAL & EARTH SC								18000 1	

AVERAGE SALARY OFFERS MARCH 1990 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
ACCOUNTING							20000 1
BUSINESS ADMIN (INCL MGMT							21400 1
ECONOM & FINANCE (BANKING							28000 1
HOTEL/RESTAURANT MGMT.							20000 1
MARKETING/MARK MGMT (RESR						24000 1	19200 1
CIVIL			25050 4				
ELECTRICAL/ELECTRONIC			29550 2			28500 1	28000 1
INDUSTRIAL							27500 1
MECHANICAL			30000 1		30000 1		
ENGINEERING TECHNOLOGY							33000 2
ANIMAL SCIENCES							16000 1
INFORMATION SCIENCES & SY						28500 2	

AVERAGE SALARY OFFERS MARCH 1990 SWPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
BACHELOR - NON TECHNICAL	26445 131 32000/24500			25100 10	21500 2	26000 1	24925 4	24117 6	
BACHELOR - TECHNICAL	31194 9		17663 4			28450 1	28100 4	30209 35 38000/27300	28274 16

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
BACHELOR - NON TECHNICAL	21933 6	22500 2	19508 13	21760 12		20384 40 26400/18000	18000 1		
BACHELOR - TECHNICAL				18804 1		25167 3			

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
BACHELOR - NON TECHNICAL	23500 1			25200 2	18999 28 33425/16350	20557 4	23000 2	19750 2	13682 1
BACHELOR - TECHNICAL		31786 7	24643 14	31215 22 33940/30000	21600 1	26528 21 33500/25000	24554 22 30000/22582	21625 8	16560 3

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
BACHELOR - NON TECHNICAL					26400 1		16000 1		27500 2
BACHELOR - TECHNICAL				21500 2	30164 93 34200/27500	26000 1	32714 7	30013 30 35580/25200	34648 125 38500/32496

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
BACHELOR - NON TECHNICAL	23400 1		23000 1					26500 1	25815 20 28200/25200
BACHELOR - TECHNICAL	32127 38 36060/30000	31846 55 36200/30000	35409 12		31267 3		34550 2	31858 12	34686 166 52800/29000

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
BACHELOR - NON TECHNICAL						24000 1	21720 5
BACHELOR - TECHNICAL			27043 7		30000 1	28500 3	27500 5

AVERAGE SALARY OFFERS MARCH 1990 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
ACCOUNTING	26439 127 32000/24500	23788 33 30000/19000							26400 1
BUSINESS ADMIN (INCL MGMT	23500 1					21334 1			
ECONOM & FINANCE (BANKING		24833 3	23875 4	25900 5			18000 1		24100 5
MARKETING/MARK MGMT (RESR					25000 1				
HUMANITIES - OTHER								18000 1	

AVERAGE SALARY OFFERS MARCH 1990 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	INSURANCE - CL	DESIGN/GRAPHIC	MEDIA PLANNING	REPORTING	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT
BUSINESS ADMIN (INCL MGMT		20400 2							
ECONOM & FINANCE (BANKING		20815 1	26000 1						
MARKETING/MARK MGMT (RESR			23267 3						

AVERAGE SALARY OFFERS MARCH 1990 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
ACCOUNTING									25000 1
BUSINESS ADMIN (INCL MGMT		26400 1					21975 4		
ECONOM & FINANCE (BANKING			19000 1				28000 1		
MARKETING/MARK MGMT (RESR	24000 1		24000 1	19000 1			21929 7		
TEXTILES & CLOTHING			24000 3						
HUMANITIES - OTHER			23000 1						
ELECTRICAL/ELECTRONIC							33100 2		
MECHANICAL							33200 1		

AVERAGE SALARY OFFERS MARCH 1990 SWPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90 90th: 22080 / 10th: 18330 PART 4 - PAGE 1

CURRICULUM	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY	NATIONAL SECUR	URBAN / REGION	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/	MANUFACTURING/
HUMANITIES - OTHER			19900 1						
AEROSPACE & AERONAUTICAL							29462 11		30430 2
ARCHITECTURAL							30477 20 35580/27000		
CHEMICAL							38600 3	31650 2	34699 16
CIVIL						25010 5	28393 51 38000/22582	27671 14	
ELECTRICAL/ELECTRONIC						26500 1	32358 20 37500/28000	35400 1	32973 17
INDUSTRIAL									27600 5
MECHANICAL							32854 41 37920/29000		33339 30 39312/28667
PETROLEUM							33000 2		38744 9
ENGINEERING TECHNOLOGY							26250 4		33300 2

AVERAGE SALARY OFFERS MARCH 1990 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	PROJECT ENGINE	OTHER ENGINEER
AEROSPACE & AERONAUTICAL	30702 7		31611 3		28949 9	31504 8			33394 1
ARCHITECTURAL						27000 1			
CHEMICAL					35429 5		35670 111 52200/34000	31500 1	
CIVIL		32000 1				26000 1	34100 1		29535 4
COMPUTER	28800 1								
ELECTRICAL/ELECTRONIC	31884 17	31734 10	32434 17	32123 19	32235 14	30355 11	30025 4	31983 12	31776 9
INDUSTRIAL		29700 1				31200 1			36210 2
MECHANICAL	30069 11	29733 3	33100 1	32100 1	31090 12	30043 7	33973 15	34922 20 38400/32000	34870 8
PETROLEUM					36000 1		36775 8	33150 2	35767 3
ENGINEERING TECHNOLOGY			32500 1	32000 1	29400 1		29600 2	29006 8	26980 10
COMPUTER SCIENCE	25501 4								
CHEMISTRY							30504 1		
MATHEMATICS	24000 1								

AVERAGE SALARY OFFERS MARCH 1990 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90

Sample Block: Average: 20250 705 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATIVE	INDUSTRIAL HYG	MEDICAL TECHNO	NURSES / PERSO	OCCUPATIONAL T	PHARMACIST	PHYSICAL THERA	RESPIRATORY TH	OTHER HEALTH R
HUMAN ECOLOGY (HOME ECONO	13682 1								19750 2
AGRIBUSINESS									18000 1
ALLIED HEALTH	18133 3								
HEALTH SCIENCES			25000 4						16500 2

AVERAGE SALARY OFFERS MARCH 1990 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA
BUSINESS ADMIN (INCL MGMT						26700 1			
MANAGEMENT INFO SYSTEMS						15000 1			
ANIMAL SCIENCES									19667 3
COMPUTER SCIENCE					28306 20 33000/24000		29688 3		
INFORMATION SCIENCES & SY					26719 21 30840/24000	30600 2	27500 1		
MATHEMATICS					29100 1		24600 1		
OTHER PHYSICAL & EARTH SC									18000 1

AVERAGE SALARY OFFERS MARCH 1990 SWPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90 90th: 22080 / 10th: 18330 PART B - PAGE 1

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
ACCOUNTING				19050 2					
BUSINESS ADMIN (INCL MGMT		24867 6	19493 1	19483 14					
ECONOM & FINANCE (BANKING		27125 4		21271 7					
HOTEL/RESTAURANT MGMT.				19780 10					
MANAGEMENT INFO SYSTEMS		28000 1							
MARKETING/MARK MGMT (RESR				19678 9					
COMMUNICATIONS				22000 1					
ELEMENTARY EDUCATION		18400 1							19282 15
PHYSICAL EDUCATION									17425 2
SPECIAL EDUCATION									19001 5
VISUAL & PERFORMING ARTS									18375 4
PSYCHOLOGY			18000 1						
ELECTRICAL/ELECTRONIC		31000 2		29200 1					
INDUSTRIAL		31500 1							
COMPUTER SCIENCE		31675 2							
INFORMATION SCIENCES & SY		30688 4							
ARCHITECTURAL & ENVIRONME	17663 4								
MATHEMATICS		26875 4							21600 1

AVERAGE SALARY OFFERS MARCH 1990 SWPA REGIONAL CUMULATIVE REPORT

BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 3/12/90

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
BACHELOR - NON TECHNICAL	26416 128 32000/24500	23875 36 30000/19000	23875 4	25900 5	25000 1	21334 1	18000 1	18000 1	24483 6
BACHELOR - TECHNICAL									

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	INSURANCE - CL	DESIGN/GRAPHIC	MEDIA PLANNING	REPORTING	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT
BACHELOR - NON TECHNICAL		20538 3	23950 4						
BACHELOR - TECHNICAL									

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
BACHELOR - NON TECHNICAL	24000 1	26400 1	23000 6	19000 1			22450 12		25000 1
BACHELOR - TECHNICAL							33133 3		

CURRICULUM	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY	NATIONAL SECUR	URBAN / REGION	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/	MANUFACTURING/
BACHELOR - NON TECHNICAL			19900 1						
BACHELOR - TECHNICAL						25259 6	30675 152 52800/25200	28594 17	33704 81 52500/28667

CURRICULUM	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	PROJECT ENGINE	OTHER ENGINEER
BACHELOR - NON TECHNICAL									
BACHELOR - TECHNICAL	30305 41 33616/27560	31216 15	32355 22 34620/31320	32116 21 34400/31200	31606 42 36500/28000	30360 29 35400/26500	35261 142 52200/33120	32839 43 38400/28500	31514 37 41800/25000

CURRICULUM	ADMINISTRATIVE	INDUSTRIAL HYG	MEDICAL TECHNO	NURSES / PERSO	OCCUPATIONAL T	PHARMACIST	PHYSICAL THERA	RESPIRATORY TH	OTHER HEALTH R
BACHELOR - NON TECHNICAL	13682 1								19750 2
BACHELOR - TECHNICAL	18133 3		25000 4						17000 3

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CURRICULUM	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA
BACHELOR - NON TECHNICAL						20850 2			
BACHELOR - TECHNICAL					27531 42 33000/24000	30600 2	28233 5		19250 4

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
BACHELOR - NON TECHNICAL		25342 12	18747 2	19922 43 26000/18000					18946 26 33425/16350
BACHELOR - TECHNICAL	17663 4	29777 13		29200 1					21600 1

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90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
MBA--NON-TECH	28000 1			30800 5		39600 1			
MBA--TECH									

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
MBA--NON-TECH									
MBA--TECH									

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
MBA--NON-TECH			36000 1	32530 1		24500 1			
MBA--TECH									

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
MBA--NON-TECH									
MBA--TECH									

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
MBA--NON-TECH	37800 1								30799 9
MBA--TECH									

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
MBA--NON-TECH						28000 1	
MBA--TECH							